

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----060486 101646Z /72

R 101446Z MAY 78  
FM AMEMBASSY BONN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 8390  
AMCONSUL DUSSELDORF  
AMCONSUL FRANKFURT

UNCLAS SECTION 01 OF 02 BONN 08599

E.O. 11652: N/A  
TAGS: BEXP, GW  
SUBJECT: ADS REQUEST - UNITED INTERNATIONAL, INC.  
TEWSBURY, MASS.

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE  
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

EISEN UND METALL AG  
AHLMANNSHOF, POSTFACH 549  
D-4650 GELSENKIRCHEN  
CONTACT: GERHARD DOEHRING  
COMMENT: LARGE COMPANY AND AFFILIATED WITH MAJOR STEEL  
PRODUCER. WOULD WELCOME DIRECT CONTACT WITH US FIRM FOR  
FURTHER DISCUSSIONS AND CONTRACT CONSIDERATIONS.

HANSA-ROHSTOFFVERWERTUNG GMBH  
KOENIGSALLEE 70  
D-4000 DUESSELDORF 1  
CONTACT: WILLI MAURER  
COMMENT: LARGE COMPANY AND AFFILIATED WITH MAJOR STEEL  
PRODUCER. WOULD WELCOME DIRECT CONTACT WITH US FIRM  
FOR FURTHER DISCUSSIONS AND CONTRACT CONSIDERATIONS.

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INDUSTRIEMETALL LUMA GMBH  
KAISER-FRIEDRICH-RING 59  
D-4000 DUESSELDORF  
CONTACT: JOERG PRESCH  
COMMENT: MEDIUM-SIZED COMPANY BUT WELL ESTABLISHED IN  
EUROPEAN MARKET. WOULD WELCOME DIRECT CONTACT WITH US  
FIRM FOR FURTHER DISCUSSIONS AND CONTRACT CONSIDER-

ATIONS.

KLEINMETALL  
BERND E. KLEIN KG  
ADERSSTR. 97  
D-4000 DUESSELDORF  
CONTACT: HARRY GATHMANN  
COMMENT: MEDIUM-SIZED COMPANY BUT WELL ESTABLISHED IN  
EUROPEAN MARKET. WOULD WELCOME DIRECT CONTACT WITH US  
FIRM FOR FURTHER DISCUSSIONS AND CONTRACT CONSIDER-  
ATIONS.

THIES & CO.  
HOCHFELDER STR. 61  
D-4330 MUELHEIM/RUHR  
CONTACT: DR. KIRSCH  
COMMENT: MEDIUM-SIZED COMPANY BUT WELL ESTABLISHED IN  
EUROPEAN MARKET. WOULD WELCOME DIRECT CONTACT WITH US  
FIRM FOR FURTHER DISCUSSIONS AND CONTRACT CONSIDER-  
ATIONS.

AMCONSUL FRANKFURT REPORTS:  
ACCORDING TO RELIABLE TRADE AND INDUSTRY SOURCES, THE  
OFFER BY THE U.S. COMPANY OF EXPORTING SCRAP TO WEST  
GERMANY IS REGISTERED WITH SURPRISE FOR A NUMBER OF

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INFO OCT-01 ISO-00 EB-08 /021 W  
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AMCONSUL DUSSELDORF

AMCONSUL FRANKFURT

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REASONS. FIRSTLY, IT IS GENERALLY UNDERSTOOD THAT DEMAND FOR HIGH QUALITY SCRAP OF ALL TYPES IN THE DOMESTIC U.S. MARKET ITSELF CANNOT BE MET FOR LACK OF ADEQUATE SUPPLY UNDER FAVORABLE CONDITIONS. SECONDLY, THE CRITERIA FOR SCRAP PRICE UPDATES IN EUROPE IS THE LONDON METALEXCHANGE, AND IN THE UNITED STATES THE COMEX IN NEW YORK. AS A RULE, COMEX PRICES, BY QUOTATION, PER SE ARE AN AVERAGE OF 2 CENTS PER POUND HIGHER THAN THOSE OF THE LONDON METAL EXCHANGE. AND, FOR SHIPMENT TO EUROPE, A FREIGHT CHARGE OF 3 TO 4 CENTS PER POUND OF METAL SCRAP NORMALLY IS ADDED TO THE OVERALL PRICE CALCULATION. ON BASIS OF THESE MARKET DATA, RELIABLE MARKET OBSERVERS FAIL TO PERCEIVE REALISTIC OPPORTUNITIES FOR SUBSTANTIAL SALES TO EUROPE, OR WEST GERMANY, FOR THAT MATTER. NOTWITHSTANDING THIS, THE OFFER OF THE U.S. COMPANY HAS BEEN BROUGHT TO THE ATTENTION OF ONE OF THE LEADING NATIONAL SCRAP TRADING FIRMS, ADDRESS BELOW, WHICH WILL COMMUNICATE WITH THE U.S. COMPANY IN DUE COURSE:

METALLGESELLSCHAFT A.G.

ALTMETALL-ABTEILUNG, HERR SCHNEIDER

REUTERWEG 14

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D-6000 FRANKFURT/MAIN

PHONE: 0611-159X2335

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR  
STOESSEL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 10 may 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978BONN08599  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780198-0949  
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**From:** BONN  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780576/aaaacmcw.tel  
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**Litigation Codes:**  
**Litigation History:**  
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**Message ID:** a2f6b0a1-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2741067  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ADS REQUEST - UNITED INTERNATIONAL, INC. TEWSBURY, MASS. THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY  
**TAGS:** BEXP, GE  
**To:** COM  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/a2f6b0a1-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014